JOB DESCRIPTION

JOB TITLE: Account Executive

Reports to the Senior Director, ChimeNet Operations

COMPANY OVERVIEW:

ChimeNet, an affiliate of the Connecticut Hospital Association, is a well-established, Connecticut-based Information Technologies (IT) service provider offering innovative solutions and 24/7/365 support for businesses where network security and systems’ availability cannot be compromised. ChimeNet delivers unsurpassed WAN, WLAN, Cloud, and Co-location services to its healthcare, education, municipal, and corporate clients. By designing, installing, monitoring, and supporting fully managed, turnkey network solutions, ChimeNet meets the evolving needs of every client.

JOB SUMMARY:

The primary responsibility of this position is to introduce and sell ChimeNet’s suite of technology solutions to the Connecticut marketplace to achieve aggressive growth goals by expanding our current customer base. Inside and outside sales for the acquisition of new business will be the primary focus of this position.

DESCRIPTION OF DUTIES:

- Develop strategies and implement sales and marketing plans to support ChimeNet’s short and long-term business goals.
- Generate sales opportunities within several vertical markets including but not limited to healthcare, municipalities, education and other corporate clients. Build and sustain strategic relationships with decision makers for targeted accounts.
- Consistently prospect, develop, and close sales opportunities by building and managing a pipeline of sales opportunities.
- Aggressively manage the sales cycle to ensure ChimeNet’s strategic financial goals are met.
- Collaborate with all of ChimeNet’s business units, particularly Network Engineers and Operations team, to ensure customers’ needs and expectations are being met. Stay informed on new developments in the IT industry.
- Utilize Customer Relationship Management (CRM) tools to effectively and consistently manage all accounts and prepare sales pipeline reporting related to day-to-day sales activities and organizational dashboard metrics.

REQUIREMENTS:

1. Bachelor’s degree preferred. IT sales knowledge and 5-8 years of experience and documented results in closing sales in the IT industry required. Knowledge of Cisco. Meraki, HP and Aruba products desired.
2. CSE (Cisco Sales Expert) Designation, AWS (Amazon Web Services) Certification, PMP (Project Management Professional) Certification, or other relevant IT sales/marketing certifications desired, but not required.
3. Baseline understanding of WAN connectivity options such as, dark and lit fiber, MPLS, Ethernet Virtual Private line (EVPL) connections, and all other forms of available public (Internet) and private WAN connections currently sold in the Connecticut marketplace.
4. Baseline understanding of cloud (private, hybrid and public), co-location and business continuity services.
5. Effective written and verbal communication skills required; demonstrated skills in delivering sales presentations.
6. Negotiation and relationship management skills, ability to interact with senior-level decision makers, demonstrated ability to manage large, complex sales with extended sales cycle.
7. Able to function successfully in a highly collaborative, team-oriented environment.
8. Demonstrated knowledge working with complex technical accounts, including calls on key decision makers and all other technical and business influencers. Ability to negotiate solutions for issues with peers, partners, and customers using a win/win philosophy.

9. Ability to position "end to end" solutions and articulate primary vendor strategies to senior membership and other executives.

10. Demonstrated knowledge of a process for running a sales territory, including forecasting, quota attainment, sales presentations, short term and long-term opportunity management.

EOE

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